



LA RÉFÉRENCE EN MATIÈRE DE BOIS TROPICAL

JOB DESCRIPTION

MANAGING DIRECTOR

Job Title: Managing Director

Location: Jardin Tropical | 45 bis, Avenue de la Belle Gabrielle, 94736 Nogent-sur-Marne, France

Contract Type: Permanent Contract

Background:

For over 70 years, the International Technical Association for Tropical Timber (ATIBT) has brought together stakeholders committed to the development of a responsible, legal, and sustainable tropical timber industry.

As a leading international association, ATIBT brings together nearly 160 members from the private and public sectors: forestry and industrial companies, producing countries, international donors, research centers, NGOs, experts, and professional organizations.

With a presence in Europe and Africa, the Association works daily to promote the sustainable management of tropical forests, build the capacity of industry stakeholders, advocate for certified tropical timber as a sustainable and renewable material, and develop international projects aligned with the Association's actions and strategies.

Against a backdrop of evolving international regulations, growing market demands, and the challenges of preserving tropical forests, ATIBT is recruiting its future Managing Director.

Responsibilities:

Reporting to the Board of Directors and working closely with the President and the Executive Committee **of the association, and against the backdrop of a transforming industry, the Managing Director will lead ATIBT's strategic initiative, unite its members around this initiative, and strengthen the association's capacity to represent and influence its partners and decision-makers throughout the entire supply chain.** He or she ensures the organization's development, financial sustainability, technical excellence, and international influence. He or she unites members, mobilizes teams, and represents ATIBT before institutions, governments, donors, partners, and companies to promote a sustainable, responsible, and internationally recognized tropical forest and timber sector. He or she thus has a twofold mission: to consolidate ATIBT's international standing, influence, and resources, and to provide concrete support to industry stakeholders in their transition toward responsible and sustainable forest management.

To carry out these missions, the Managing Director relies on an experienced team and the heads of ATIBT's various departments, to whom he or she delegates operational implementation within their respective areas of responsibility.

These missions are currently broken down into the responsibilities detailed below.

Responsibilities:

Strategic Leadership and Governance

- Propose ATIBT's strategic directions to the Board of Directors.
- Translate strategic directions into operational priorities and oversee their implementation.
- Prepare and facilitate the work of the governing bodies
- Implement the decisions of the governance bodies and ensure their follow-up.
- Ensure that directors receive transparent, regular, and reliable information.
- Ensure compliance with ATIBT's legal, statutory, and ethical obligations.

Resource Development and Financial Sustainability

- Develop a strategy for diversifying financial resources.
- Develop relationships with international donors, public institutions, foundations, and private partners.
- Design and secure new cooperation and funding programs.
- Ensure sound financial management, risk control, and compliance with commitments.

Representation, Advocacy, and Institutional Relations

- Represent ATIBT before European, African, and international institutions, governments, professional organizations, and technical and financial partners.
- Advocate for the sector's interests regarding tropical forests, international trade, sustainable management, certification, and regulatory developments.
- Develop and maintain a high-level network with public decision-makers, donors, companies, NGOs, and research centers.
- Strengthen ATIBT's influence and visibility in international forums and major industry events.
- Develop strategic alliances to increase the sector's impact and influence.

Community Development

- Strengthen member engagement and grow the ATIBT / Fair and Precious community.
- Maintain close relationships with our members and stakeholders.
- Increase ATIBT's appeal and representativeness within the industry.

Program Management and Technical Expertise

- Oversee all ATIBT programs and projects.
- Launch new initiatives addressing the challenges of sustainable tropical forest management, industrial processing, traceability, certification, and market access.
- Ensure the scientific and technical quality of the work conducted by ATIBT.
- Ensure compliance with contractual commitments to donors and partners.
- Conduct strategic monitoring of regulatory, environmental, economic, and technical developments affecting the sector.

Management and Organization

- Unite, lead, and develop a multicultural team spread across Europe and Africa.
- Set team objectives, support their professional development, and promote a culture of performance, cooperation, and innovation.
- Adapt ATIBT's organizational structure to reflect changes in its missions and strategic priorities.
- Ensure a positive work environment and promote ATIBT's values.
- Ensure the efficiency of internal processes and the continuous improvement of the organization.

Desired Qualifications

Education and Experience

- Higher education (forestry, environment, international development, economics, international trade, or equivalent).
- **Proven experience in executive, strategic leadership, or team management roles within a company or organization.**
- Proven experience in international institutional representation.
- Experience in donor relations and setting up international projects.

Sector-Specific Expertise

- Good knowledge of institutions in Africa and Europe related to the timber markets.
- Good knowledge of tropical forest and timber issues, certification, and international regulations.
- Good knowledge of wood as a material.

Interpersonal Skills and Competencies

- Strong negotiation and advocacy skills.
- Leadership, strategic vision, and political acumen.
- Ability to work in a multicultural and international environment.

Languages

- Fluency in French and English is required.
- Proficiency in other languages is a plus.

Job Requirements

- Position with a strong international focus.
- Frequent travel to Africa, Europe, and other international destinations.
- Regular interaction with high-level decision-makers.
- High availability required.